

DSCA



SECURITY COOPERATION PERFORMANCE MEASURES

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Strategic Planning



PRE-AUGUST 2000

QUARTERLY COUNTERPARTS MEETINGS

- LOA Processing
- Shipped/Delivery Not Reported
- Open/Supply Complete
- Accelerated Closures
- Supply Discrepancy Reports
- Expired Leases
- FMS Sales Forecasts
- Budget Outlook
- DSAMS Production
(9 Metrics)

QUARTERLY RESEARCH & ANALYSIS (R&A)

- All Metrics Reviewed at Counterparts' Meeting Plus:
- 36(b) Processing Time
- Problem Disbursements
- Undistributed Disbursements
- Disbursements Greater than Expenditure Authority
- Prompt Payment Interest
- EDA Processing Time
- Munitions Case Processing Time
- DCC Processing Time
- Health of Country Programs
- DISAM Performance Measures
- DSCA PC Center Response Time
- IT Budget Ceiling
- OGC Processing Time
(23 Metrics)



NOVEMBER 2000

SECURITY COOPERATION DEPUTIES' FORUM

- **Deputy Director, DSCA, Chairman**
- **DASA (DE&C)**
- **Deputy Director, Navy-IPO**
- **Director of Policy, SAF/IA**
- **DLA**
- **DFAS**
- **DCMA**
- **Joint Staff**
- **Foreign Procurement Group**
- **Industry Associations
(AIA, ALESA, NDIA)**



FOCUS OF THE DEPUTIES' FORUM

- **3 Core Functions: Case Development, Case Execution, and Case Closure**
- **2-3 Important Metrics in Each Core Function**
- **Concentrate on Operations and Customer Satisfaction**
- **Indicate How Well We are Doing at Delivering What is Promised in our LOAs (Timeliness, Quality, Cost)**
- **Metrics Should Include Analysis and Enable Action by Deputies**
- **Relate to DSCA Planning Guidance**
- **Do Not Forget Training (DISAM & DIILS) and Logistics (DLA)**



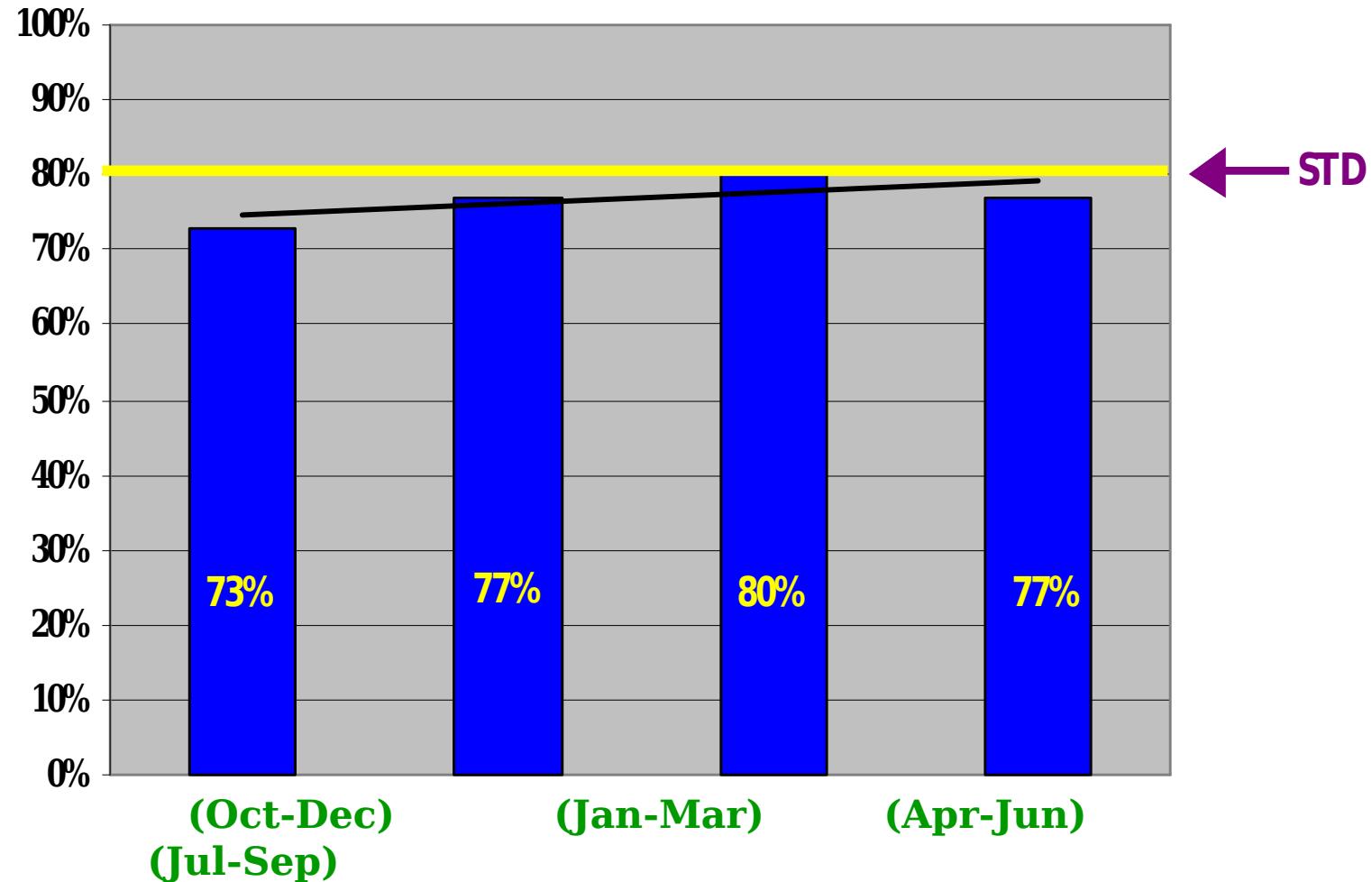
PERFORMANCE MEASURES REVIEWED BY THE SCDF

<u>CASE DEVELOPMEN T</u>	<u>CASE EXECUTION</u>	<u>CASE CLOSURE</u>	<u>OTHE R</u>
<ul style="list-style-type: none">• LOA Processing (*)	<ul style="list-style-type: none">• SDRs over 1 Year Old• Shipped/Delivery Not Reported• Payment Schedule Variance• Deliveries Vs. Schedule (*)	<ul style="list-style-type: none">• Open Supply Complete Cases (*)• Accelerated Case Closure (*)	<ul style="list-style-type: none">• DISA M• DIIIL S• DLA

(*) Goal in DSCA Defense Planning Guidance 2003 - 2007



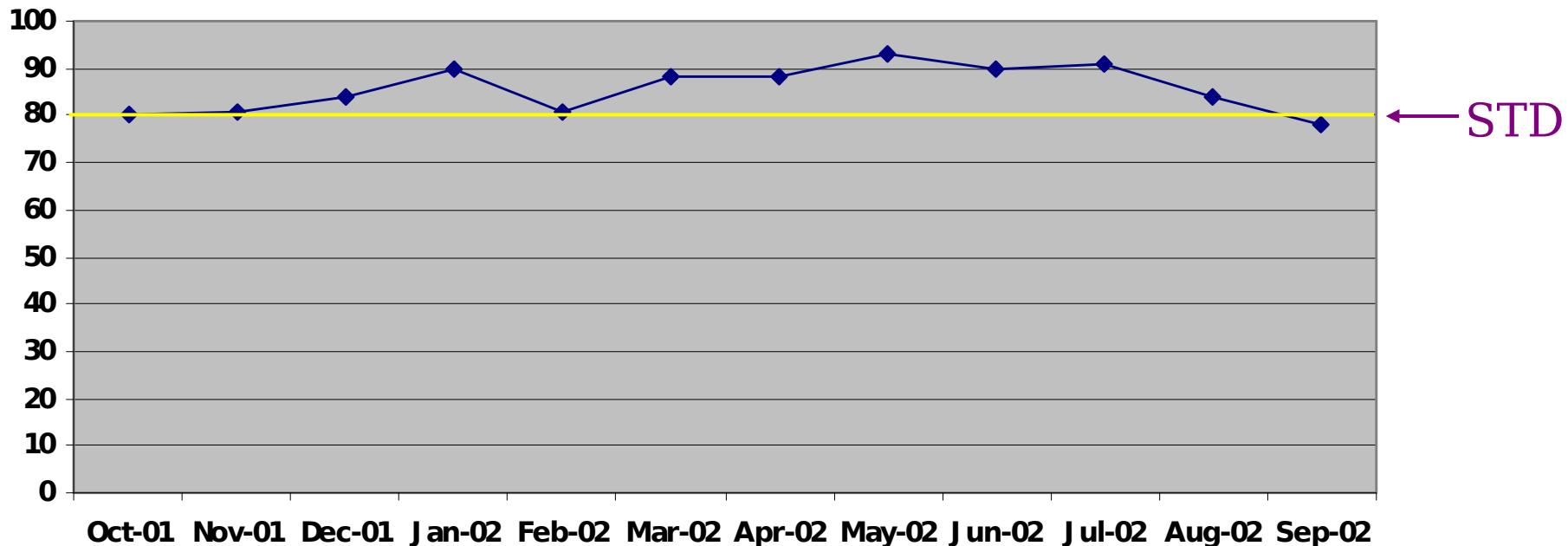
OVERALL: PCT OF LOAs OFFERED W/I 120 DAYS AFTER LOR REC'T





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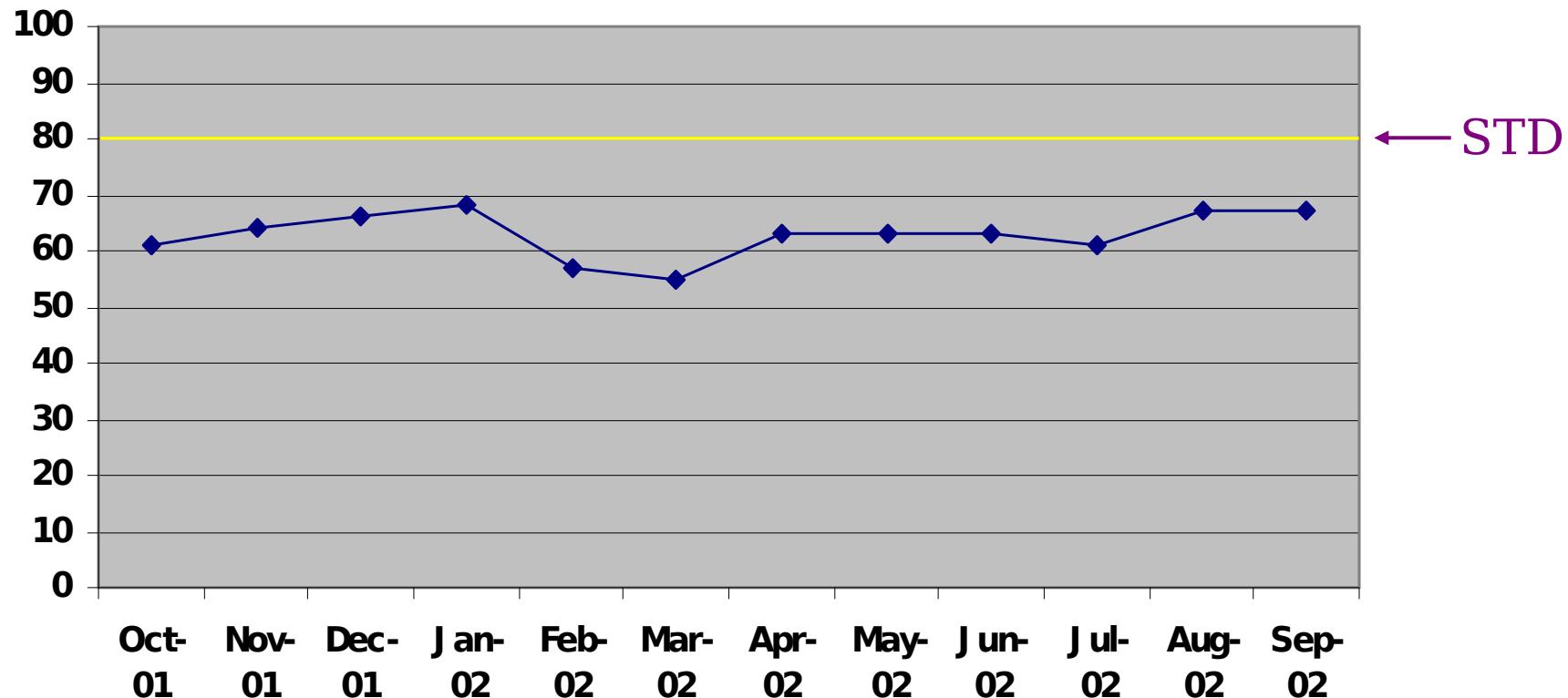
Blanket Order





OVERALL: PCT OF LOAs OFFERED W/I 120 DAYS AFTER LOR REC'T

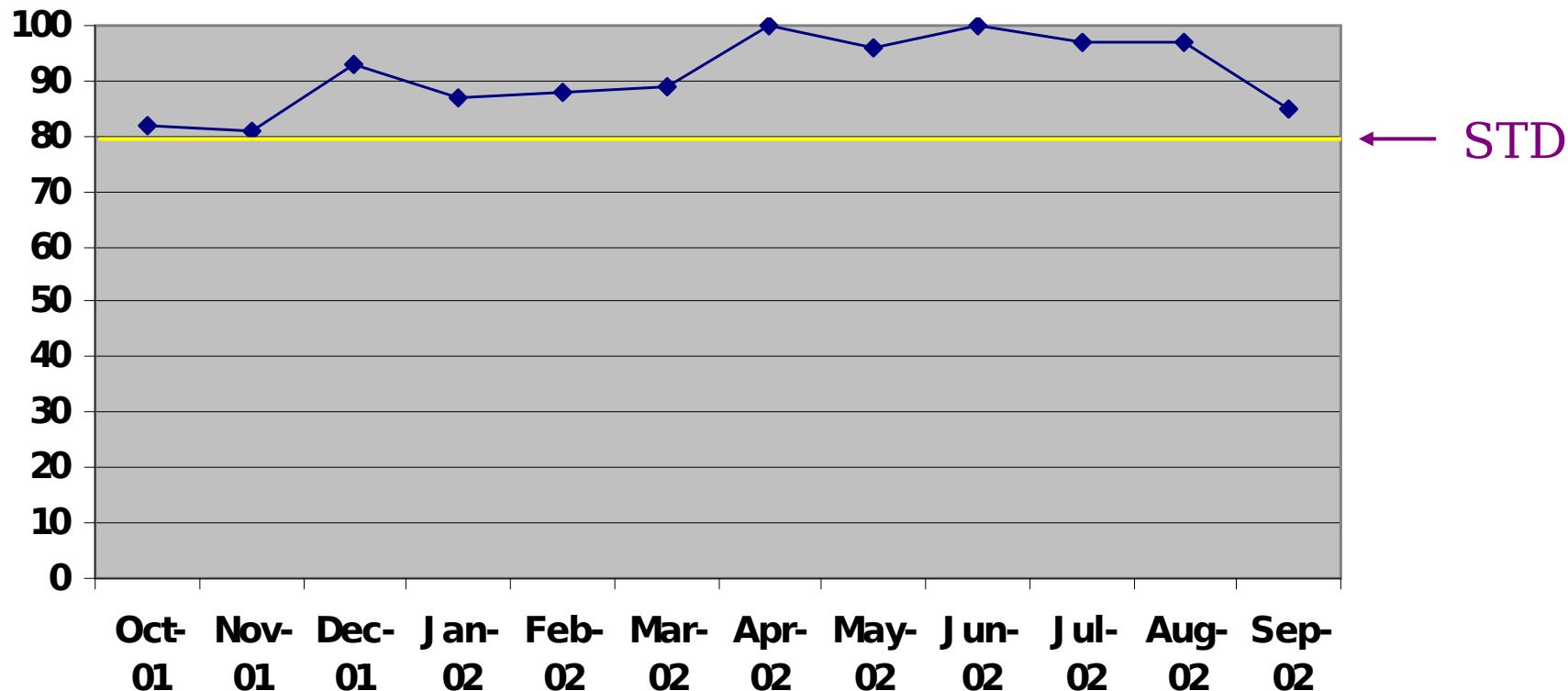
Defined Order





OVERALL: PCT OF LOAs OFFERED W/I 120 DAYS AFTER LOR REC'T

Training





FMS PERFORMANCE MEASURES REVIEWED BY THE SCDF

CASE DEVELOPMEN T

- LOA Processing (*)

CASE EXECUTION

- SDRs over 1 Year Old
- Shipped/Delivered Not Reported
- Payment Schedule Variance
- Deliveries Vs. Schedule (*)

CASE CLOSURE

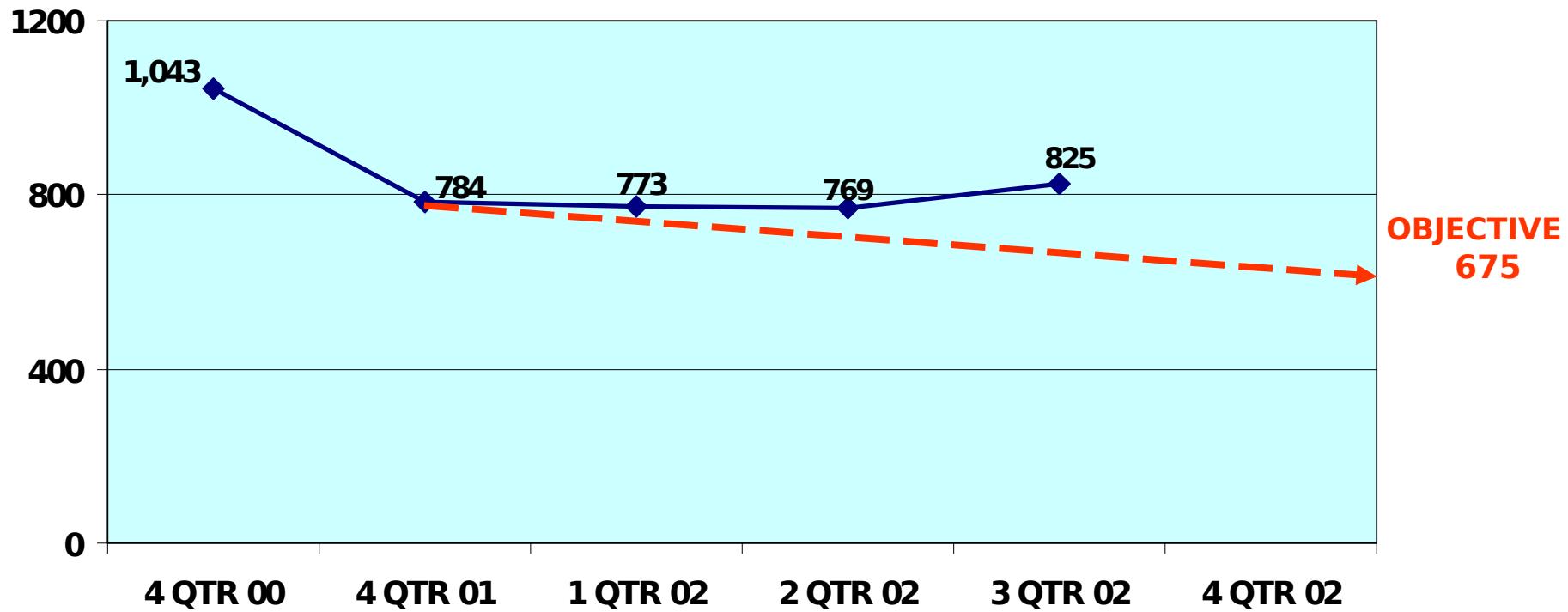
- Open Supply Complete Cases (*)
- Accelerated Case Closure (*)

(*) Goal in DSCA Defense Planning Guidance 2003 - 2007



SDRs OVER ONE YEAR OLD

30 JUN 2002



FY02 OBJECTIVE: ≤ 675 SDRs BY END OF FY02



FMS PERFORMANCE MEASURES REVIEWED BY THE SCDF

CASE DEVELOPMEN T

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CASE EXECUTION

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- Payment Schedule Variance
- Deliveries Vs. Schedule (*)

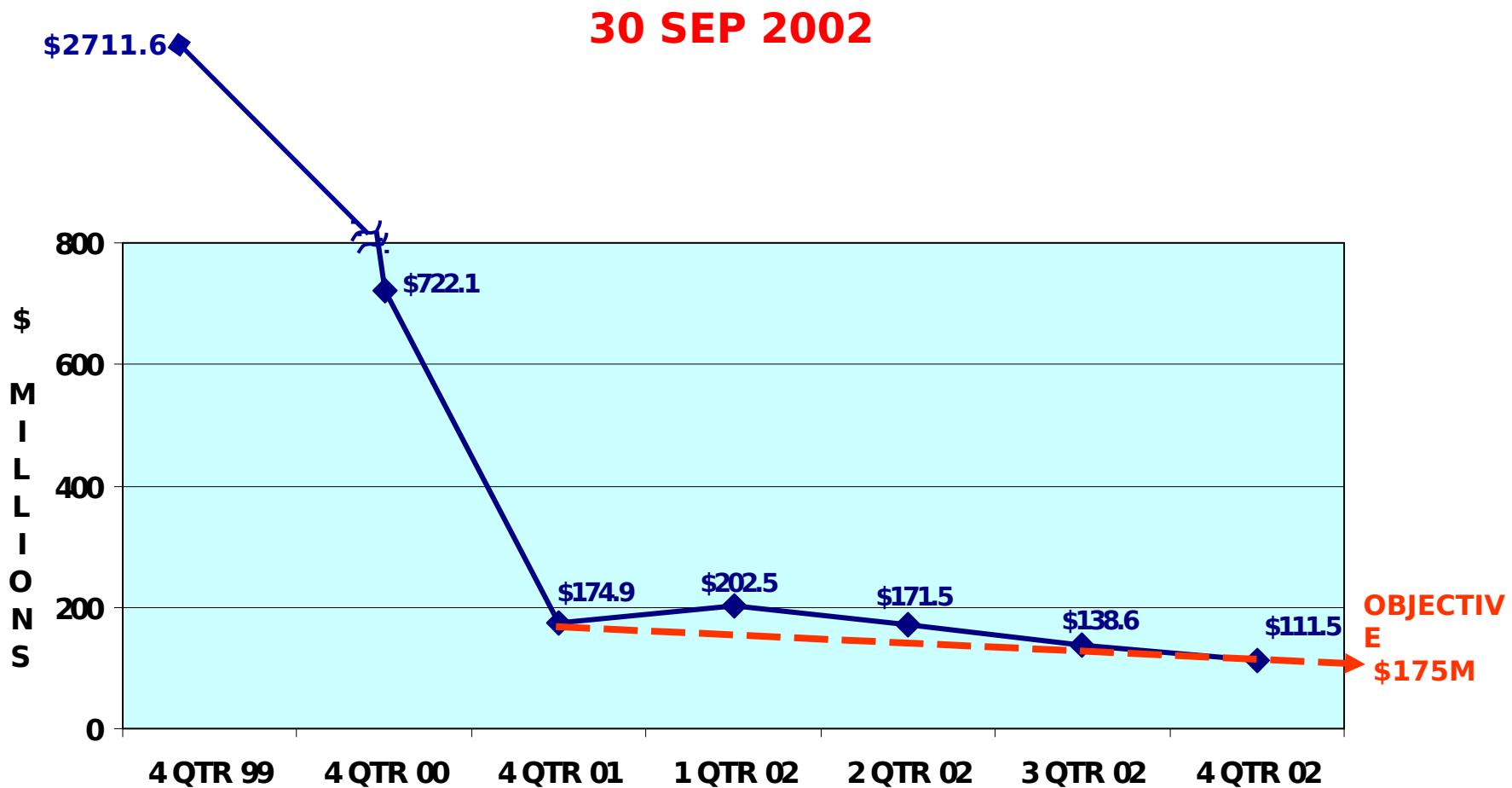
CASE CLOSURE

- Open Supply Complete Cases (*)
- Accelerated Case Closure (*)

(*) Goal in DSCA Defense Planning Guidance 2003 - 2007



SHIPPED/DELIVERY NOT REPORTED TO FMS CUSTOMER



FY02 OBJECTIVE: ≤ \$175 MILLION BY END OF FY02



FMS PERFORMANCE MEASURES REVIEWED BY THE SCDF

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CASE EXECUTION

- SDRs over 1 Year Old
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- Payment Schedule Variance
- Deliveries Vs. Schedule (*)

CASE CLOSURE

- Open Supply Complete Cases (*)
- Accelerated Case Closure (*)

(*) Goal in DSCA Defense Planning Guidance 2003 - 2007



PAYMENT SCHEDULE VARIANCE

- **DSCA policy 01-22 (Sep 2001) updated payment schedule policies and established quarterly Payment Schedule Variance Report (PSVR)**
- **PSVR flags cases where payment schedules appear to have deviated significantly from financial requirements**
- **Proposed metric would measure the timeliness in case managers reviewing cases appearing on the PSVR**
- **The PSVR is a new report: need a few quarters' worth of data before establishing the metric objectives**
- **This metric will be made available in FY2003**



FMS PERFORMANCE MEASURES REVIEWED BY THE SCDF

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CASE EXECUTION

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CASE CLOSURE

- Open Supply Complete Cases (*)
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(*) Goal in DSCA Defense Planning Guidance 2003 - 2007



DELIVERIES VS. SCHEDULE

- **Currently under development**
- **Services are identifying major end item cases processed over last five FYs and evaluating**
 - Scheduled Delivery Date in LOA
 - Actual Delivery Date
- **Will indicate the magnitude of any “Delivery Vs. Schedule” shortfalls and drive recommendations on how to deal with Them**



FMS PERFORMANCE MEASURES REVIEWED BY THE SCDF

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CASE CLOSURE

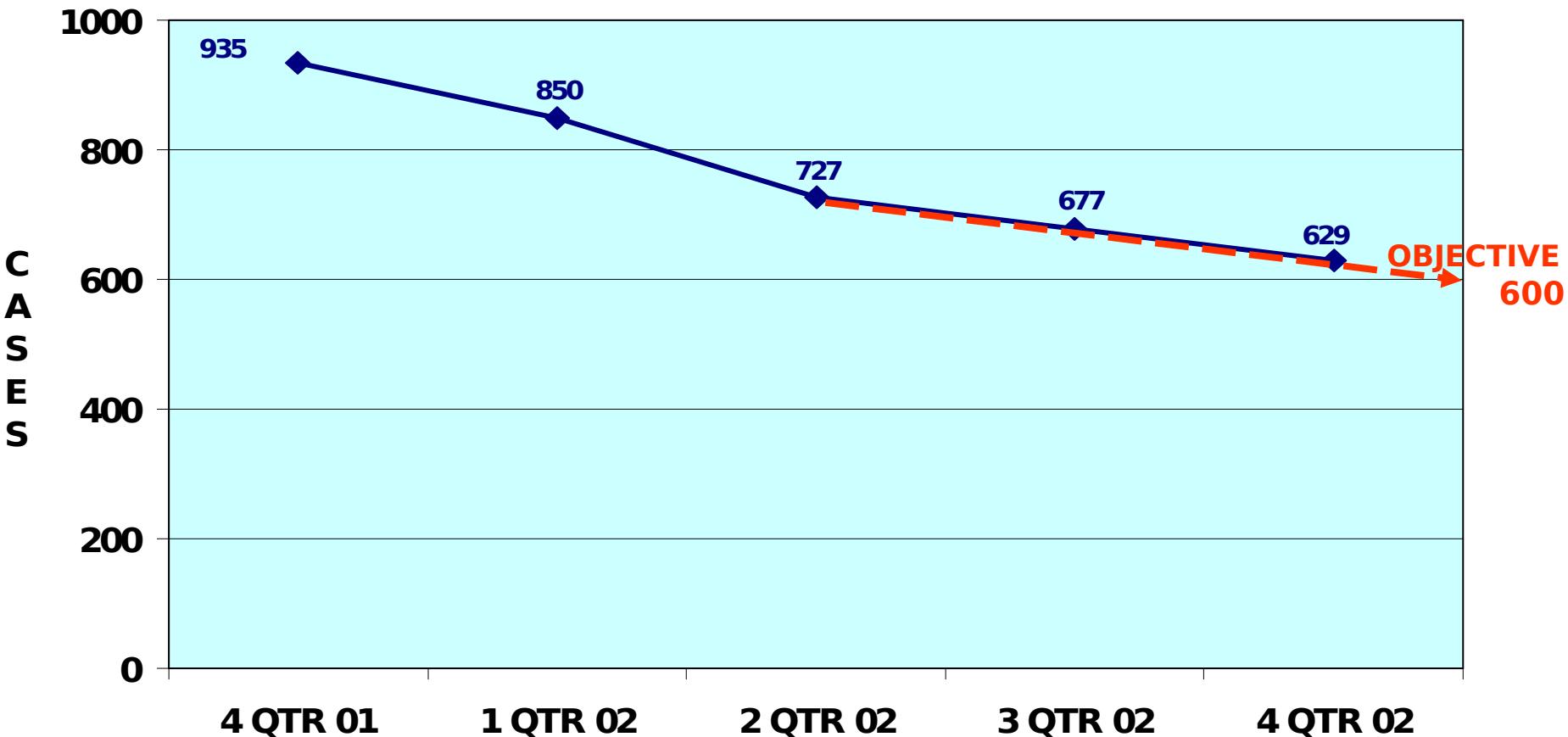
- Open Supply Complete Cases (*)
- Accelerated Case Closure (*)

(*) Goal in DSCA Defense Planning Guidance 2003 - 2007



OPEN SUPPLY COMPLETE CASES GREATER THAN 2 YEARS OLD ACCELERATED CASE CLOSURE PROGRAM

30 SEP 2002



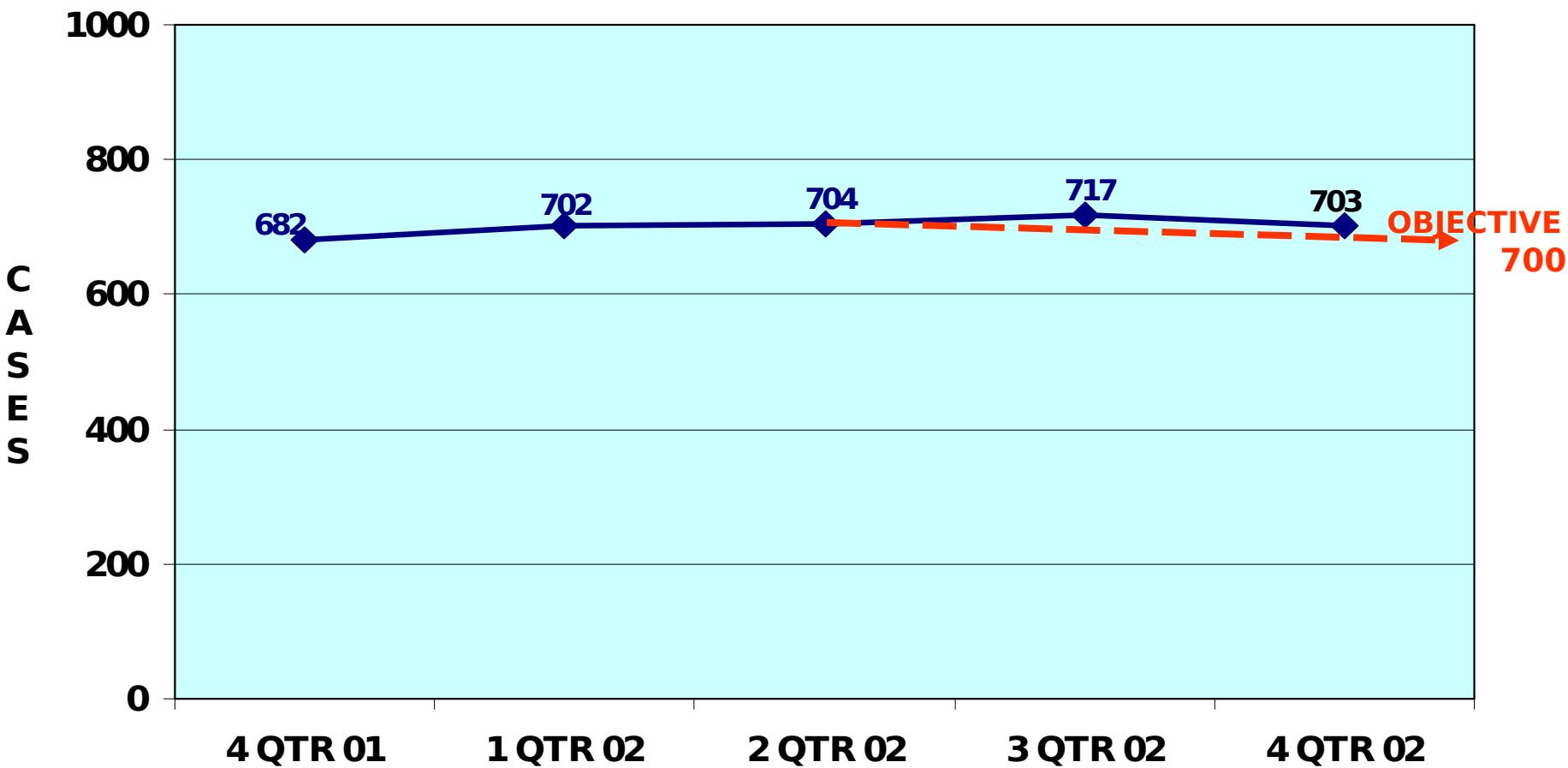
FY02 OBJECTIVE (PROPOSED): ≤ 600 CASES BY END FY02

(The proposed objective assumes # of ACCP participant countries remains the same)



OPEN SUPPLY COMPLETE CASES CASES GREATER THAN 2 YEARS OLD (NON - ACCP)

30 SEP 2002



FY02 OBJECTIVE (PROPOSED): NOT TO EXCEED 700 CASES



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CASE CLOSURE

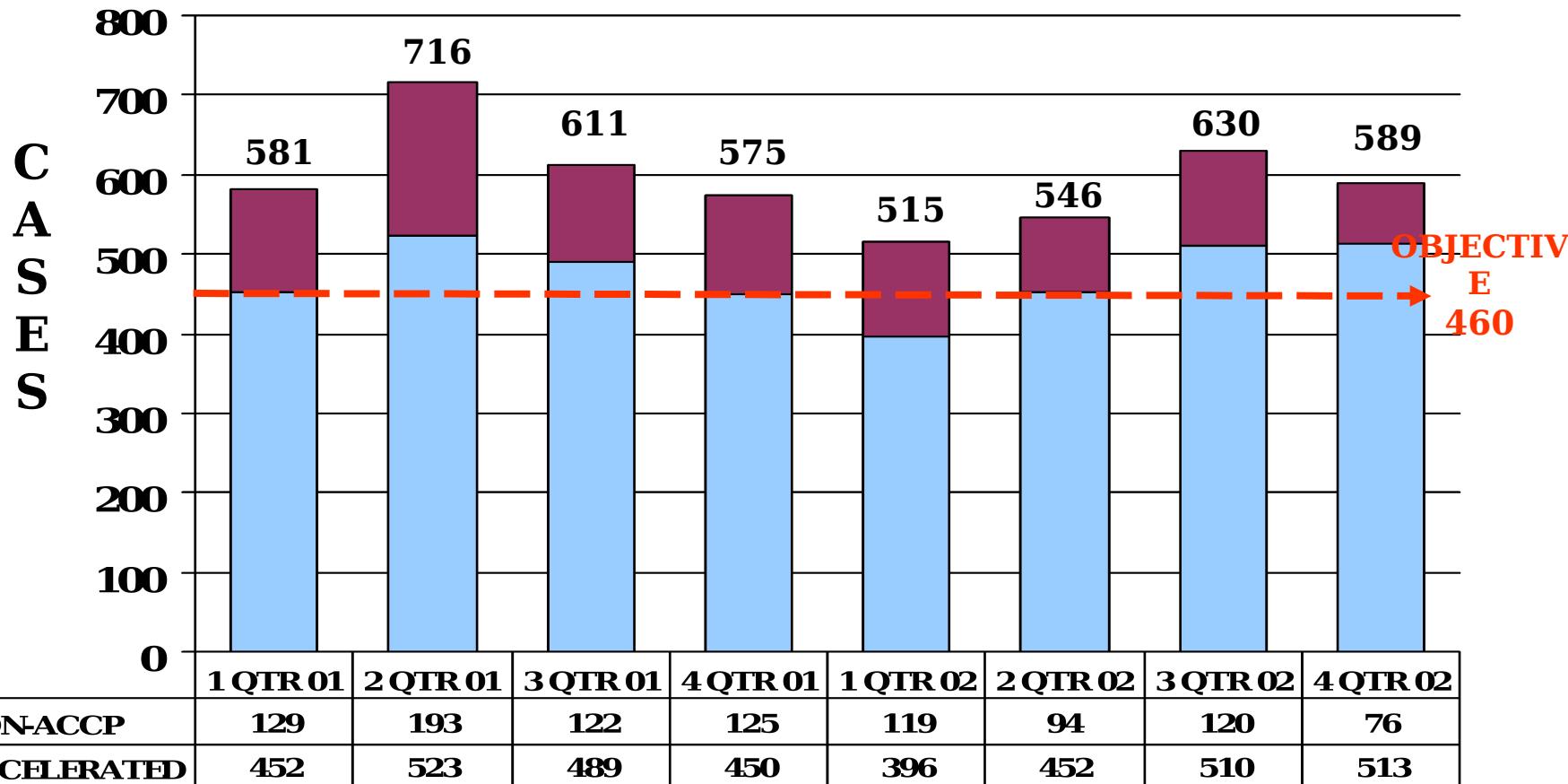
- Open Supply Complete Cases (*)
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(*) Goal in DSCA Defense Planning Guidance 2003 - 2007



NON-ACCP/ACCELERATE CLOSURES

30 SEP 2002



FY02 OBJECTIVE: AVERAGE OF 460 ACCELERATED CLOSURES PER QUARTER

